

	2013			2014			2015			2016			2017			2018		
All 7(A)	\$	4,273,910,000		\$	4,057,119,100		\$	5,144,184,300		\$	5,475,551,600		\$	6,196,708,600		\$	7,306,784,100	
Ethnicity																		
All Minority	\$	1,126,990,700	26%	\$	1,224,058,600	30%	\$	1,498,487,000	29%	\$	1,617,363,900	30%	\$	2,009,010,000	32%	\$	2,268,076,500	31%
AMERICAN INDIAN	\$	18,999,200	0%	\$	18,413,600	0%	\$	28,971,200	1%	\$	16,063,900	0%	\$	38,476,600	1%	\$	64,317,000	1%
ASIAN OR PACIFI	\$	835,952,700	20%	\$	917,610,300	23%	\$	1,068,411,000	21%	\$	1,198,057,900	22%	\$	1,470,225,700	24%	\$	1,597,274,400	22%
BLACK	\$	69,480,800	2%	\$	93,163,900	2%	\$	97,176,800	2%	\$	105,079,500	2%	\$	138,710,800	2%	\$	193,050,400	3%
HISPANIC	\$	202,558,000	5%	\$	194,870,800	5%	\$	303,928,000	6%	\$	298,162,600	5%	\$	361,596,900	6%	\$	413,434,700	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	473,516,600	11%	\$	634,990,100	16%	\$	718,882,200	14%	\$	714,914,300	13%	\$	871,921,300	14%	\$	1,188,624,300	16%
WHITE	\$	2,673,402,700	63%	\$	2,198,070,400	54%	\$	2,926,815,100	57%	\$	3,143,273,400	57%	\$	3,315,777,300	54%	\$	3,850,083,300	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	662,497,800	16%	\$	655,207,900	16%	\$	833,392,100	16%	\$	862,722,600	16%	\$	931,436,900	15%	\$	1,095,759,900	15%
Female Owned more than 50%	\$	549,905,900	13%	\$	500,506,400	12%	\$	644,308,100	13%	\$	772,665,800	14%	\$	904,970,600	15%	\$	995,620,300	14%
Male Owned	\$	3,061,506,300	72%	\$	2,901,404,800	72%	\$	3,666,484,100	71%	\$	3,840,163,200	70%	\$	4,360,301,100	70%	\$	5,215,403,900	71%
Veteran	\$	143,989,300	3%	\$	156,345,000	4%	\$	236,032,200	5%	\$	282,642,500	5%	\$	232,426,800	4%	\$	281,047,800	4%
EXISTING BUSINESS	\$	3,192,667,700	75%	\$	2,937,709,300	72%	\$	3,457,202,600	67%	\$	3,491,915,200	64%	\$	4,020,196,900	65%	\$	4,415,105,300	60%
NEW BUSINESS	\$	1,073,631,300	25%	\$	1,105,571,200	27%	\$	1,671,971,900	33%	\$	1,965,976,900	36%	\$	2,165,860,600	35%	\$	2,849,998,900	39%
Rural	\$	586,020,400	14%	\$	638,734,400	16%	\$	851,180,000	17%	\$	838,482,100	15%	\$	872,270,200	14%	\$	960,820,500	13%
Urban	\$	3,687,889,600	86%	\$	3,418,384,700	84%	\$	4,293,004,300	83%	\$	4,637,069,500	85%	\$	5,324,438,400	86%	\$	6,345,963,600	87%
Export	\$	238,130,500	6%	\$	285,303,700	7%	\$	324,273,100	6%	\$	359,114,200	7%	\$	727,233,900	12%	\$	296,340,200	4%
CAPLine	\$	140,080,900	3%	\$	84,758,000	2%	\$	123,176,100	2%	\$	77,223,100	1%	\$	51,178,300	1%	\$	81,574,500	1%
PLP	\$	2,378,718,300	56%	\$	2,479,520,500	61%	\$	3,161,652,600	61%	\$	3,506,329,700	64%	\$	4,198,351,200	68%	\$	5,525,923,600	76%
Express	\$	413,942,400	10%	\$	362,540,300	9%	\$	491,254,000	10%	\$	509,048,900	9%	\$	476,940,900	8%	\$	537,360,500	7%
\$150K and Under	\$	345,886,100	8%	\$	368,541,900	9%	\$	514,295,100	10%	\$	528,266,300	10%	\$	500,112,200	8%	\$	555,785,500	8%
>\$150K - \$350K	\$	534,689,000	13%	\$	464,732,400	11%	\$	587,703,400	11%	\$	613,699,000	11%	\$	661,800,900	11%	\$	724,873,800	10%
>\$350K - \$2M	\$	2,293,197,100	54%	\$	2,055,208,800	51%	\$	2,437,900,800	47%	\$	2,695,137,800	49%	\$	2,802,777,600	45%	\$	3,210,077,100	44%
>\$2M	\$	1,100,137,800	26%	\$	1,168,636,000	29%	\$	1,604,285,000	31%	\$	1,638,448,500	30%	\$	2,232,017,900	36%	\$	2,816,047,700	39%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	11,241		10,769		14,084		15,118		14,467		16,312	
Ethnicity												
All Minority	2,594	23%	2,687	25%	3,441	24%	4,048	27%	3,859	27%	4,333	27%
AMERICAN INDIAN	96	1%	81	1%	104	1%	90	1%	98	1%	132	1%
ASIAN OR PACIFI	1,421	13%	1,502	14%	1,836	13%	2,059	14%	2,027	14%	2,151	13%
BLACK	260	2%	307	3%	418	3%	566	4%	541	4%	710	4%
HISPANIC	817	7%	797	7%	1,083	8%	1,333	9%	1,193	8%	1,340	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,117	10%	1,327	12%	2,026	14%	1,771	12%	1,848	13%	2,302	14%
WHITE	7,530	67%	6,755	63%	8,617	61%	9,299	62%	8,760	61%	9,677	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,750	16%	1,672	16%	2,104	15%	2,095	14%	2,003	14%	2,194	13%
Female Owned more than 50%	1,840	16%	1,772	16%	2,465	18%	2,783	18%	2,652	18%	2,881	18%
Male Owned	7,651	68%	7,325	68%	9,515	68%	10,240	68%	9,812	68%	11,237	69%
Veteran	553	5%	573	5%	617	4%	743	5%	737	5%	793	5%
EXISTING BUSINESS	7,780	69%	7,489	70%	9,492	67%	9,118	60%	9,012	62%	10,029	61%
NEW BUSINESS	3,454	31%	3,260	30%	4,562	32%	5,977	40%	5,436	38%	6,230	38%
Rural	1,318	12%	1,711	16%	2,200	16%	2,539	17%	2,201	15%	2,237	14%
Urban	9,923	88%	9,058	84%	11,884	84%	12,579	83%	12,266	85%	14,075	86%
Export	276	2%	353	3%	388	3%	445	3%	858	6%	227	1%
CAPLine	189	2%	112	1%	160	1%	108	1%	93	1%	81	0%
PLP	3,221	29%	3,038	28%	3,470	25%	4,006	26%	4,723	33%	7,252	44%
Express	5,361	48%	5,113	47%	7,180	51%	7,849	52%	6,665	46%	7,590	47%
\$150K and Under	6,062	54%	6,162	57%	8,425	60%	9,159	61%	7,959	55%	8,981	55%
>\$150K - \$350K	2,120	19%	1,819	17%	2,263	16%	2,320	15%	2,502	17%	2,755	17%
>\$350K - \$2M	2,696	24%	2,405	22%	2,878	20%	3,101	21%	3,297	23%	3,703	23%
>\$2M	363	3%	383	4%	518	4%	538	4%	709	5%	873	5%

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	2013		2014		2015		2016		2017		2018	
All 504	\$ 1,407,662,000		\$ 1,023,529,000		\$ 1,021,960,000		\$ 1,235,265,000		\$ 1,283,320,000		\$ 1,156,197,000	
Ethnicity												
All Minority	\$ 309,189,000	22%	\$ 263,889,000	26%	\$ 266,702,000	26%	\$ 371,491,000	30%	\$ 373,165,000	29%	\$ 333,873,000	29%
AMERICAN INDIAN	\$ 842,000	0%	\$ 1,150,000	0%	\$ 1,221,000	0%	\$ 3,569,000	0%	\$ 760,000	0%	\$ 1,339,000	0%
ASIAN OR PACIFI	\$ 224,602,000	16%	\$ 193,302,000	19%	\$ 172,211,000	17%	\$ 266,029,000	22%	\$ 267,621,000	21%	\$ 253,149,000	22%
BLACK	\$ 26,215,000	2%	\$ 19,747,000	2%	\$ 14,954,000	1%	\$ 21,758,000	2%	\$ 36,677,000	3%	\$ 14,164,000	1%
HISPANIC	\$ 57,530,000	4%	\$ 49,690,000	5%	\$ 78,316,000	8%	\$ 80,135,000	6%	\$ 68,107,000	5%	\$ 65,221,000	6%
MULTI-GROUP	\$ -	0%	\$ -	0%	\$ -	0%	\$ -	0%	\$ -	0%	\$ -	0%
UNDETERMINED	\$ 114,368,000	8%	\$ 78,261,000	8%	\$ 83,126,000	8%	\$ 100,703,000	8%	\$ 126,220,000	10%	\$ 181,262,000	16%
WHITE	\$ 984,105,000	70%	\$ 681,379,000	67%	\$ 672,132,000	66%	\$ 763,071,000	62%	\$ 783,935,000	61%	\$ 641,062,000	55%
Gender												
Not Reported	\$ -	0%	\$ -	0%	\$ -	0%	\$ -	0%	\$ -	0%	\$ -	0%
Female Owned 50% or less	\$ 8,180,000	1%	\$ 3,550,000	0%	\$ 3,458,000	0%	\$ 3,329,000	0%	\$ 56,614,000	4%	\$ 238,665,000	21%
Female Owned more than 50%	\$ 156,014,000	11%	\$ 105,713,000	10%	\$ 122,579,000	12%	\$ 141,730,000	11%	\$ 153,674,000	12%	\$ 116,960,000	10%
Male Owned	\$ 1,243,468,000	88%	\$ 914,266,000	89%	\$ 895,923,000	88%	\$ 1,090,206,000	88%	\$ 1,073,032,000	84%	\$ 800,572,000	69%
Veteran	\$ 51,312,000	4%	\$ 45,686,000	4%	\$ 45,586,000	4%	\$ 38,757,000	3%	\$ 39,619,000	3%	\$ 19,989,000	2%
EXISTING BUSINESS	\$ 1,204,791,000	86%	\$ 862,718,000	84%	\$ 850,562,000	83%	\$ 1,009,625,000	82%	\$ 1,105,545,000	86%	\$ 846,712,000	73%
NEW BUSINESS	\$ 202,871,000	14%	\$ 160,811,000	16%	\$ 171,398,000	17%	\$ 225,640,000	18%	\$ 177,775,000	14%	\$ 303,520,000	26%
Rural	\$ 297,344,000	21%	\$ 227,121,000	22%	\$ 229,004,000	22%	\$ 273,795,000	22%	\$ 268,599,000	21%	\$ 239,678,000	21%
Urban	\$ 1,110,318,000	79%	\$ 796,408,000	78%	\$ 792,956,000	78%	\$ 961,470,000	78%	\$ 1,014,721,000	79%	\$ 916,519,000	79%
Export	\$ 50,934,000	4%	\$ 56,694,000	6%	\$ 50,552,000	5%	\$ 44,766,000	4%	\$ 29,430,000	2%	\$ 16,190,000	1%
\$150K and Under	\$ 26,826,000	2%	\$ 18,402,000	2%	\$ 14,391,000	1%	\$ 14,867,000	1%	\$ 17,602,000	1%	\$ 13,032,000	1%
>\$150K - \$350K	\$ 155,411,000	11%	\$ 106,840,000	10%	\$ 101,797,000	10%	\$ 99,298,000	8%	\$ 109,023,000	8%	\$ 102,294,000	9%
>\$350K - \$2M	\$ 852,374,000	61%	\$ 620,475,000	61%	\$ 628,443,000	61%	\$ 649,954,000	53%	\$ 721,539,000	56%	\$ 646,396,000	56%
>\$2M	\$ 373,051,000	27%	\$ 277,812,000	27%	\$ 277,329,000	27%	\$ 471,146,000	38%	\$ 435,156,000	34%	\$ 394,475,000	34%

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	2013		2014		2015		2016		2017		2018	
All 504	2,108		1,466		1,412		1,460		1,595		1,424	
Ethnicity												
All Minority	427	20%	305	21%	312	22%	315	22%	370	23%	336	24%
AMERICAN INDIAN	2	0%	1	0%	3	0%	3	0%	2	0%	4	0%
ASIAN OR PACIFI	254	12%	165	11%	168	12%	174	12%	218	14%	196	14%
BLACK	44	2%	33	2%	23	2%	26	2%	39	2%	28	2%
HISPANIC	127	6%	106	7%	118	8%	112	8%	111	7%	108	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	131	6%	104	7%	95	7%	116	8%	121	8%	193	14%
WHITE	1,550	74%	1,057	72%	1,005	71%	1,029	70%	1,104	69%	895	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	11	1%	4	0%	7	0%	7	0%	94	6%	338	24%
Female Owned more than 50%	311	15%	207	14%	209	15%	224	15%	256	16%	175	12%
Male Owned	1,786	85%	1,255	86%	1,196	85%	1,229	84%	1,245	78%	911	64%
Veteran	99	5%	76	5%	68	5%	70	5%	61	4%	43	3%
EXISTING BUSINESS	1,870	89%	1,280	87%	1,205	85%	1,270	87%	1,403	88%	1,103	77%
NEW BUSINESS	238	11%	186	13%	207	15%	190	13%	192	12%	318	22%
Rural	523	25%	353	24%	345	24%	369	25%	411	26%	380	27%
Urban	1,585	75%	1,113	76%	1,067	76%	1,091	75%	1,184	74%	1,044	73%
Export	58	3%	60	4%	57	4%	47	3%	24	2%	14	1%
\$150K and Under	248	12%	166	11%	129	9%	136	9%	158	10%	113	8%
>\$150K - \$350K	639	30%	445	30%	420	30%	398	27%	434	27%	409	29%
>\$350K - \$2M	1,101	52%	769	52%	774	55%	780	53%	867	54%	781	55%
>\$2M	120	6%	86	6%	89	6%	146	10%	136	9%	121	8%

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